

Message Text

UNCLASSIFIED

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ACTION OPIC-06

INFO OCT-01 AF-08 ISO-00 EB-07 COME-00 /022 W

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R 101530Z AUG 76

FM AMEMBASSY LAGOS

TO SECSTATE WASHDC 6270

UNCLAS LAGOS 09190

PASS TO OPIC/TOD PARNELL

E.O. 11652 : NA

TAGS : EINV, NI

SUBJ : POTENTIAL CERAMICS JOINT VENTURE

1. NIGERIAN BUSINESSMAN DELE OKEDIJI HAS REQUESTED EMBASSY ASSISTANCE FINDING U.S. JOINT VENTURE PARTNER TO BUILD CERAMICS PLANT IN NIGERIA. OKEDIJI SAYS HE ALREADY HAS BLESSING OF NIGERIAN INDUSTRIAL DEVELOPMENT BANK AND MIN INDUSTRIES PERM SEC JODDA WHO WANTS TO ESTABLISH DOMESTIC CERAMICS INDUSTRY. FYI ACCORDING TO OKEDIJI PLANS FOR ESTABLISHMENT OF CERAMICS INDUSTRY INADVERTENTLY LEFT OUT OF NATIONAL PLAN EVEN THOUGH ALL OF NIGERIA'S CERAMICS REQUIREMENTS ARE NOW IMPORTED. END FYI.

2. OKEDIJI THINKS MAIN PRODUCTS OF VENTURE WOULD BE ELECTRICAL FIXTURES AND TILES. HE EXPECTS LIKELY PARTNERS OF VENTURE WOULD BE FMG, TENNESSEE VALLEY CONTRACTING CO. (OKEDIJI'S FIRM), AND THE U.S. COMPANY. ALL PARTNERS EXPECTED TO SHARE IN EQUITY.

3. OKEDIJI HAS NO FIRM IDEAS ON SIZE OR LOCATION OF POTENTIAL OPERATION. RELYING ON FEASIBILITY STUDY DONE BY U.S. FIRM TO SUPPLY INFORMATION. U.S. FIRM, AS TECHNICAL PARTNERS, WOULD ALSO DESIGN AND IMPLEMENT PROJECT. LONG TERM MANAGEMENT CONTRACT IS ALSO LIKELY. U.S. FIRM SHOULD HAVE EXPERIENCE IN OVERSEAS PRODUCTION.

4. REQUEST OPIC NOTIFY EMBASSY BY CABLE OF FIRMS INTERESTED IN PROJECT.

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CAHILL

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Message Attributes

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